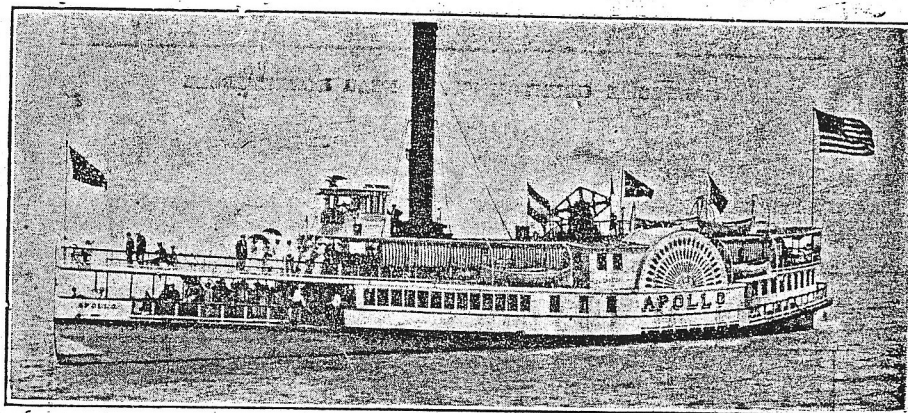
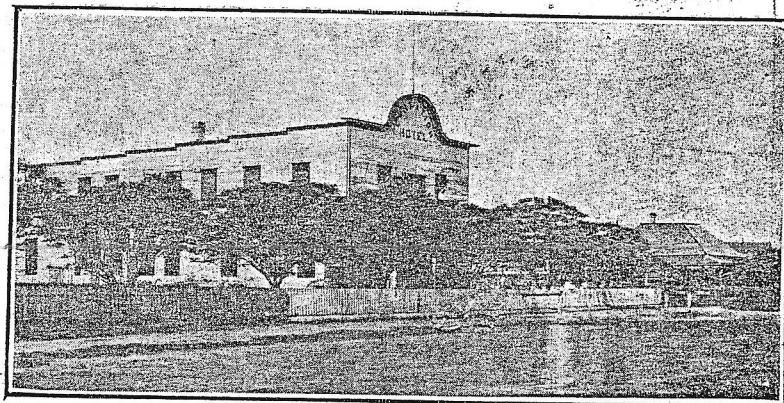


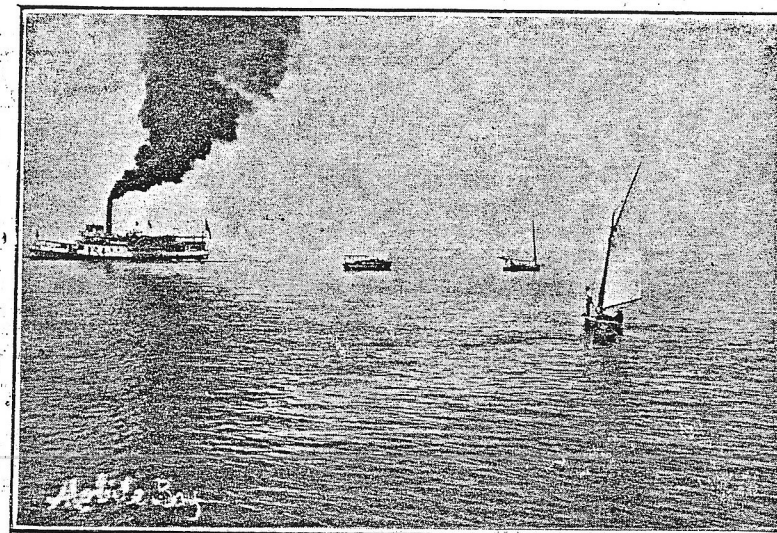
STORES AND STREET SCENE, ROBERTSDALE



DIRECT STEAMER, FAIRHOPE TO MOBILE

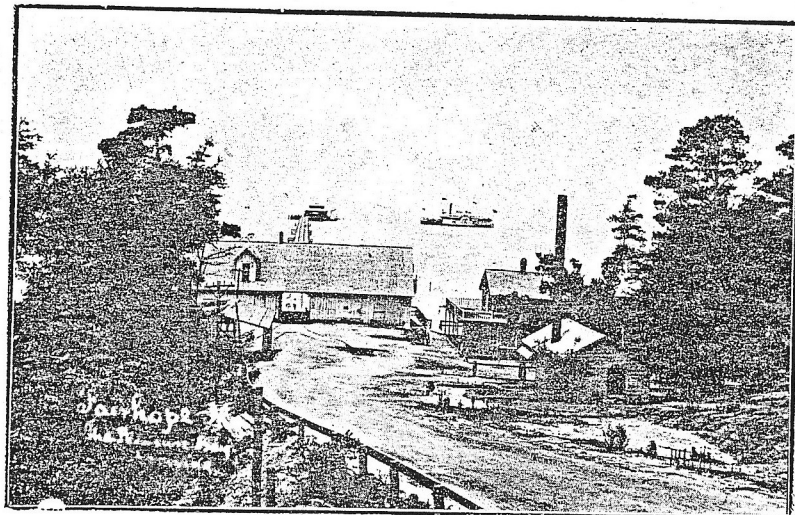


PLANTATION HOTEL AT ROBERTSDALE

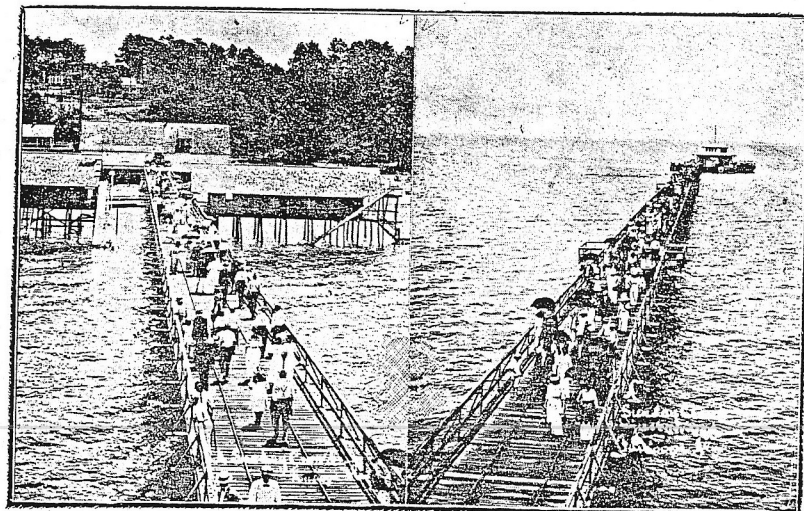


ON MOBILE BAY, FAIRHOPE

The People Their Own Promoters



FAIRHOPE WHARF—WESTERN TERMINAL PEOPLES RAILROAD



SHOREWARD

BAYWARD

SUNDAY CROWD JUST ARRIVED AT FAIRHOPE

The Peoples Railroad Company

Building a Genuine Peoples Railroad From
Fairhope to Robertsdale
via Silver Hill

BALDWIN COUNTY, ALABAMA

OFFICERS

E. B. GASTON, President, Fairhope

C. G. JOHNSON, Vice-President, Silverhill

E. G. DOUGHERTY, Secretary, Fairhope

WM. McINTOSH, Treasurer, Robertsdale

DIRECTORS

Fairhope

F. L. Brown,

T. M. Hill,

J. A. Patterson,

E. G. Dougherty,

J. F. Johnson,

Marion Smith,

E. B. Gaston,

W. P. Minnich,

A. M. Troyer

Silverhill

Rev. C. G. Johnson,

Chas. Lyrene,

O. F. E. Winberg

Robertsdale

Edw. Dickinson,

E. S. Hunt,

Oscar Johnson

Address All Communications to

E. B. GASTON, President,

Fairhope, Alabama

The People Their Own Promoters

*It Couldn't be Done;
But He Did It.*

Somebody said that it couldn't be done,
But he, with a chuckle, replied
That "maybe it couldn't," but he would be one
Who wouldn't say so till he'd tried.
So he buckled right in, with the trace of a grin
On his face; if he worried he hid it.
He started to sing as he tackled the thing
That couldn't be done, and he did it.

Somebody scoffed: "Oh, you'll never do that;
At least no one ever has done it."
But he took off his coat and he took off his hat,
And the first thing we knew he'd begun it;
With the lift of his chin, and a bit of a grin,
Without any doubting or quiddit,
He started to sing as he tackled the thing
That couldn't be done, and he did it.

There are thousands to tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to point out to you, one by one,
The dangers that wait to assail you;
But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing as you tackle the thing
That "can not be done," and you'll do it.

—Unidentified.

THE PEOPLES RAILROAD

The People Their Own Promoters

Access to land for the production of wealth, is the first requisite to the prosperity of individuals and communities.

The second is facilities for transportation of persons and products.

Monopoly of either should not be tolerated.

Monopoly of both has unfortunately existed to a very large degree and thoughtful people see in such monopoly the root of very much of the industrial unrest and economic inequality, whose persistence threatens all our institutions.

At Fairhope, in Baldwin County, Alabama, has existed for eighteen years, a community not only holding to the theories of equal right of access to the earth and transportation—as well as other public utilities—in the interest of the people, free from monopolization and exploitation, but actually applying them, and with a degree of success which has attracted the attention of the world.

Under its administration of its land upon the principle stated, has been built up one of the most prosperous communities in the south, the second town in Baldwin County, and a close competitor of the county-seat. And upon its farming lands adjacent to the town, exists a condition of consecutive agricultural and horticultural development which cannot be found anywhere else in Baldwin County, or even in the suburbs of Mobile, with its 70,000 population.

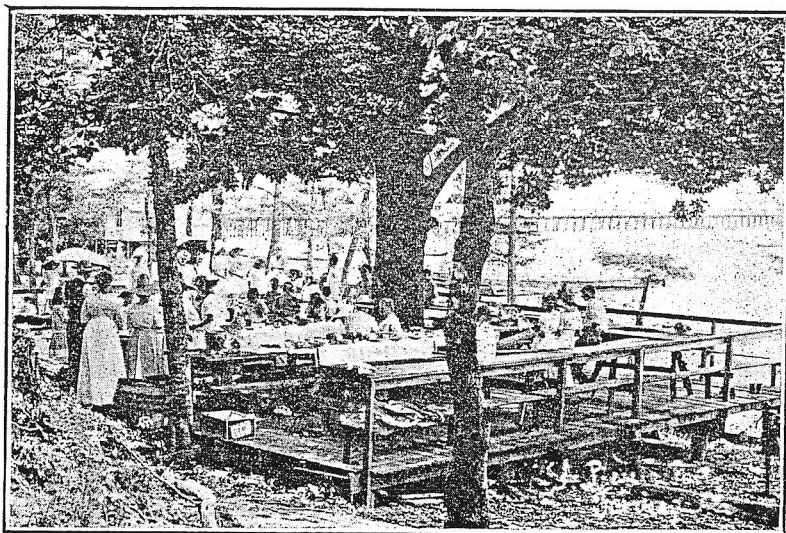
The community operates its own telephone and water works system with great advantage, and, in line with and applying its principle of transportation free from monopoly and in the public interest, owns and operates with signal success, its 1800 foot wharf, over which its people and products have reached the boats which, plying the waters of Mobile Bay, have up to this time, afforded its connection with the world in general.

With the same rates charged at other wharves along the shore, or less, Fairhope Wharf has paid an average over a number of years, of approximately 25 per cent. per annum on its cost, over and above operation and maintenance. This net revenue has not gone as dividends or profits in any form to individuals, but save for low interest on cash actually borrowed for wharf building, until the same was repaid, has gone into the general treasury, to be withdrawn only for such purposes as the citizens deemed most desirable.

With such an experience in the line of public ownership and operation of public utilities as contrasted with the experience of neighboring towns, which pay the same wharf charges as Fairhope or larger, without receiving a dollar to apply to any public purpose, or ever acquiring a dollar of interest in their wharves, it is not strange that confronted with an urgent need for railroad as well as water transportation facilities, Fairhope should seek to apply to their acquirement the policy so successfully applied to its wharf.

This calling for the active co-operation of the people all along the route of the proposed road, to be alike benefited by it, the Peoples Railroad Company has been organized, in which all interested are invited to membership upon equal terms.

Fairhope has furnished the inspiration and afforded a demonstration of the practicability of the plan, but it has not sought to control the organization.



PICNIC ON BAY SHORE, FAIRHOPE

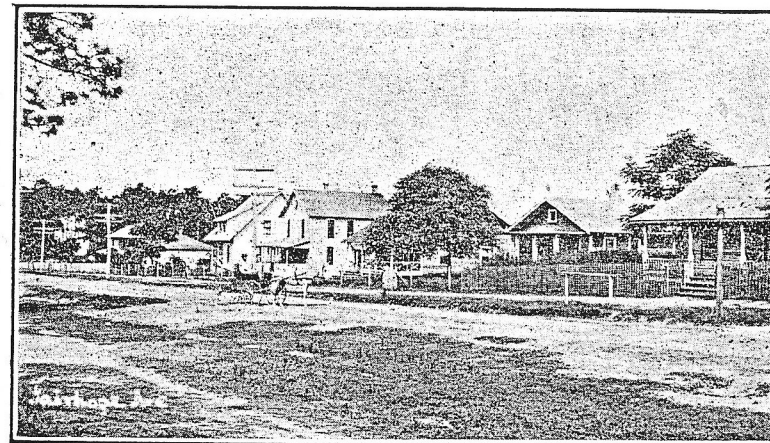
And, accepting its invitation, the enterprising people all along the proposed line, have struck hands cordially in the effort.

The PEOPLES RAILROAD COMPANY, organized for the building of the proposed road, is absolutely unique among railroad corporations, in that it is a stockless corporation, organized not for profit, but for the cooperation of its members in providing themselves with railroad facilities. Its nominal membership fee of \$5.00 is designed only to furnish the funds for the preliminary expense, with possibly, a small margin over available for construction purposes.

Its chief reliance—as with other railroads—for funds for construction purposes, is upon the issuance of bonds, which like other railroad bonds, will be a first lien upon the entire railroad property.

It is not pretended that any considerable margin of investment realized from other source than bonds, is to be invested in the road as margin of security for bond investors, but it is claimed that in most railroad promoting this is more a **pretense** than a reality. Poor's Railroad Manual is authority for the statement that, taking the railroads of the country as a whole, all of their stock and part of their bonds is "water." In other words, the bonds represent the real cost of the roads and the stock is simply the "velvet" of the promoters.

And a most real and substantial security to investors in this unique road over ordinary roads, is that whereas the ordinary railroad is promoted by those whose sole interest therein is profits, and who may therefore be expected to utilize every means at their command to that end—in the organization of subsidiary companies through which they get contracts for construction at high prices; in town-site and other land speculations, in which the desire for quick



ON LINE OF PEOPLES RAILROAD, FAIRHOPE

profits leads to prices so high as to retard the normal settlement of the territory and prevent its use to produce business for the roads; in high salaries, stock jobbery, and in every other way devised by ingenuity sharpened by greed, they strive for the profits which are their sole incentive.

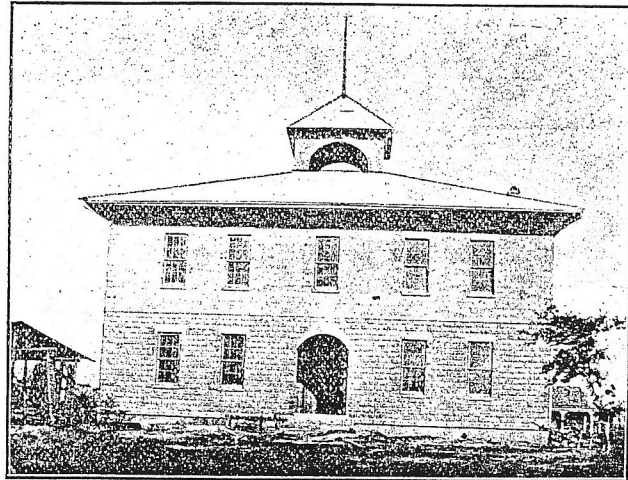
More than one railroad has been built, the promoters of which had no purpose of permanent operation of it, but when they had exhausted such opportunities for immediate returns as have been mentioned, have readily abandoned them to the bondholders, while they sought new fields to repeat their operations.

The interest of the promoters of The Peoples Railroad lies primarily in the service which the road is to provide. The principles which they profess and the charter of their corporation alike forbid anything further to them than fair compensation for services actually

given or interest upon money actually invested. To a very unusual extent they are not interested as speculative holders of lands contiguous to the road, but are residents upon and users of the same.

Their interest lies directly in the honest and efficient use of the capital placed in their hands for the building of the road, in the protection of their credit and the operation of their road to the greatest service of the people and the extinction of the debt against it at the earliest date possible under the contract, in order that its earnings may go to extensions or betterments thereof, or to reducing its rates.

Further security is found in the unusual condition of present development of the territory through which the road will run. While a rapid further development is certain to follow the opening of the road, for more than half of its length it will traverse a country already developed far beyond most sections of the state, with an enterprising,



PUBLIC SCHOOL AT FAIRHOPE

intelligent, comparatively well-to-do class, almost wholly white and largely from the north and west.

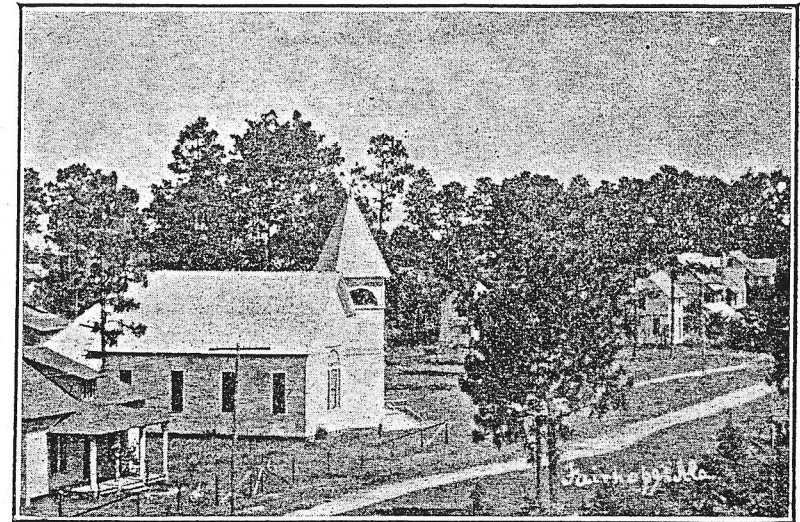
This road is not the scheme of speculators hoping by means of it to sell their undeveloped holdings at high prices, but the effort of actual settlers to supply a need they feel and the business to provide profitable operation of which now exists.

While these citizen promoters are not pledging as security for investments in their road anything more than the railroad property itself, administered in good faith and with rigid economy in the interest first of investors until the obligations to them are met, it is inconceivable that they would allow a temporary (and entirely unexpected) failure to meet its obligations, to cause the road to pass from their control. Should such a condition arise, there is no doubt but that the same spirit which has caused them to the present number of more than 200 (which will probably be increased to a thousand

or more) to contribute their membership fees for the promotion of the road, would cause them to jointly raise any sum necessary to meet the road's obligations, accepting for their subscriptions to such funds, certificates redeemable in services or cash, when bonded obligations were taken care of.

THE PEOPLES RAILROAD is to run from Fairhope on the eastern shore of Mobile Bay, east and north through Silver Hill, to Robertsedale, all in Baldwin County, Ala., connecting at the latter point with the Bay Minette and Foley branch of the Louisville and Nashville Railroad, and at Fairhope connecting with established steamboat lines to Mobile.

Baldwin County, Alabama, is said to be the best advertised county in the South. Some of this advertising may be credited to



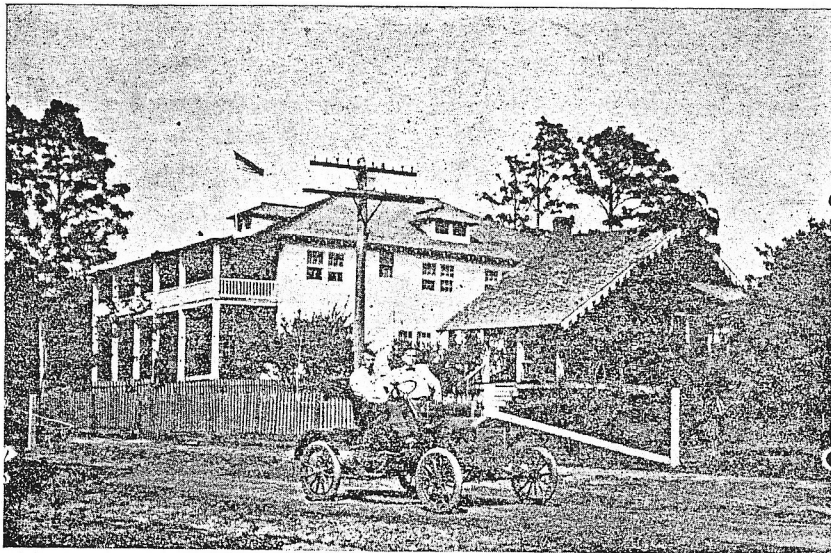
CHURCH STREET, FAIRHOPE

the efforts of colonizers and promoters to sell their lands, but much of it is the result of extraordinary advantages of this favored portion of the Gulf Coast.

In the beauty of its long shore line, forested to its sandy beaches, washed by the waters of Mobile Bay on the west the Gulf of Mexico on the south and Perdido Bay on the east; in its high rolling uplands, pierced by clear, swift-flowing streams, so markedly in contrast with the swamps and muddy bayous of much of the coast region; in its balmy breezes and extraordinarily pure water; in its easily worked and productive soil, the abundance of fish and oysters in its waters and the wide range of its land products, from oranges, grape fruit

and other semi-tropical fruits—and its famous tobacco, equal to that of Cuba and Sumatra—to the corn, oats and forage crops of the central states, truck crops for early markets, hogs and dairies, Baldwin County combines advantages hardly to be found elsewhere. And it is not strange that its fame has gone abroad and its broad acres are being rapidly settled by enterprising people from the north and west, seeking new homes in milder climes.

On the western boundary of this imperial county, on the shore of beautiful Mobile Bay, lies Fairhope, whose fame has gone even farther abroad than that of Baldwin County, because of the unique policies which it has successfully applied for now eighteen years, some of the most important of which have been before referred to. It is the home of the famous "Single Tax Colony."



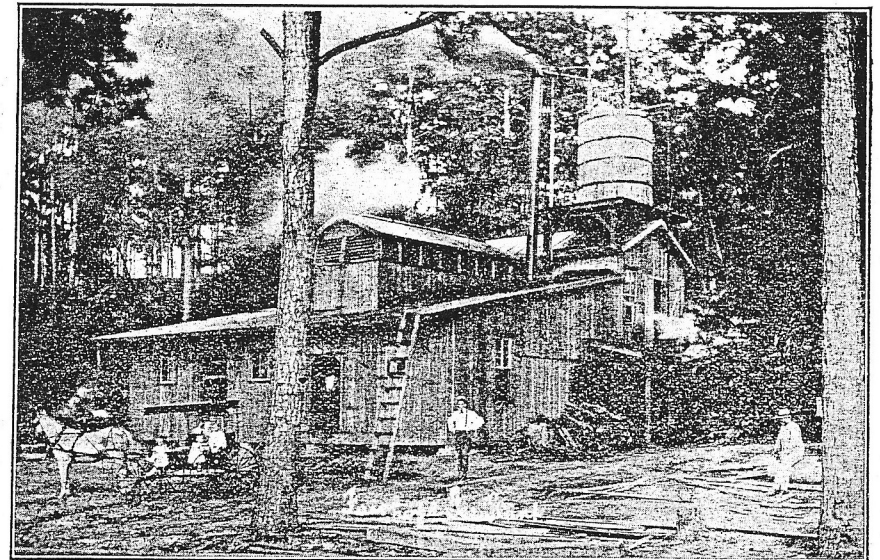
COLONIAL INN, FAIRHOPE

Fairhope is the second town in population and importance in Baldwin County, second only to the county-seat, Bay Minette, and growing even more rapidly. Fairhope has the most successful creamery in Baldwin County and along with it has been developed an extensive dairying industry. Milk is brought to the creamery from a radius of about ten miles. With the Peoples Railroad assembling the milk and cream far more satisfactorily and cheaply than it can be done by wagons, dairying will be extended further out into the country and greatly increased and the handling of the milk and cream will be an important all the year round source of income to the road. An ice plant is operated in connection with the creamery, supplying Fairhope and neighboring towns as well as the surrounding country.

Fairhope is rapidly becoming a center of the Satsuma orange growing industry, some of the finest bearing groves on the Gulf Coast

being located here and extensive plantings being made annually. It will be but a short time until oranges are being shipped out of the territory in car-load lots and within a few years the industry will assume large proportions. In addition to Satsuma oranges, other hardy citrus fruits, especially grape fruit and kumquats, are being freely planted. Other fruits which are largely grown are pears, especially the Chinese sand pear, Japanese persimmons and figs.

Among the staple crops are Irish and sweet potatoes and snap beans. Facilities for loading at Fairhope for shipment in car-load lots direct to northern markets, would greatly stimulate the growing of these crops, as well as English peas, radishes, lettuce, strawberries, etc., for which soil and climate are even more favorable than in other localities where they are grown and shipped extensively; but which



FAIRHOPE CREAMERY AND ICE PLANT

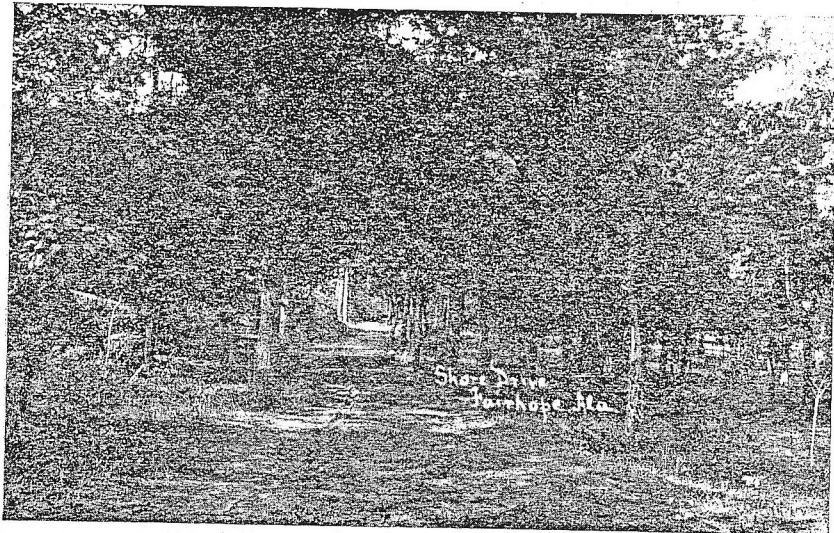
have not been developed here on account of the handicap of handling over wharf, and boat, as well as cartage in Mobile, before they could be started by rail to their distant markets. A very important staple crop is sugar cane, which is manufactured into pure cane syrup. There is a large steam syrup factory near Fairhope, and many smaller plants.

Fairhope has a canning plant, two saw and planing mills, and a brick and tile plant. It has four general stores, four hotels, and three lunch rooms, drug store, millinery store, two meat markets, blacksmith and other varied industries.

The schools of Fairhope are famous for excellence. The Public School occupies a fine two-story concrete building, with three school rooms on the first floor and a very finely fitted up auditorium on the

second floor, complete with drop curtain, scenery, foot-lights, etc. The School of Organic Education has three buildings devoted to its purposes and has secured nation-wide publicity for its unique methods of education. There are nearly two hundred pupils enrolled in the two schools.

Beside the advantages of climate and soil which Fairhope shares in common with other parts of Baldwin County, its location upon the Bay helps to give it great popularity as a resort, equally popular with Southern people in the summer, and Northern people in the winter—a rare combination. And these attractions are by no means confined to Fairhope, but are shared by the entire Eastern Shore of Mobile Bay. From Daphne, seven miles above Fairhope, to Zundel's, five miles below, this shore has long been the favorite summer playground for Mobilians and others from interior cities in Alabama and adjoining states.



SHORE DRIVE, FAIRHOPE

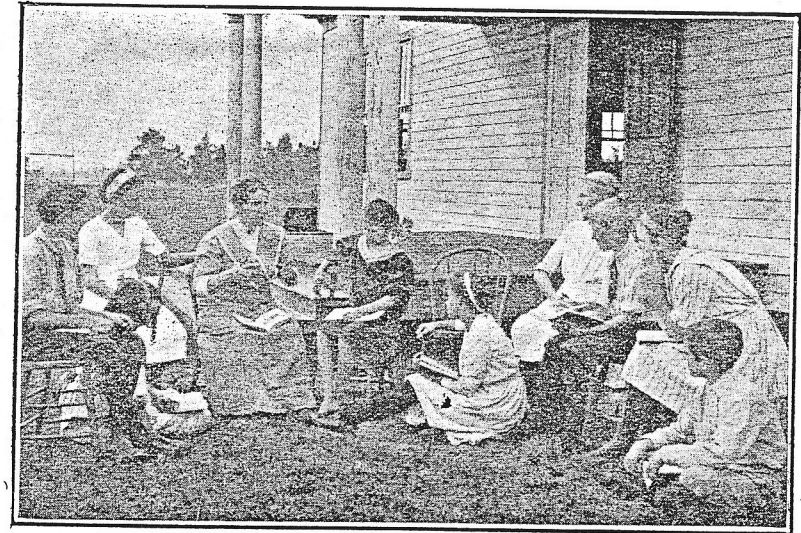
Within this twelve miles of coast are found in succession from north to south, Daphne, Montrose, Seaclyff, Fairhope, Battles, Point clear and Zundels, each with its special and distinctive charm and together compassing a region of attractiveness hardly to be duplicated.

Striking practically at its center and at right angles, this region of attractiveness and productiveness, the Peoples Railroad will bring the advantage of railway communication to all its communities and draw business from all; while it will also place the entire shore within easy reach of the interior region of the county, whose natural resort for rest and recreation it is.

The importance of this latter feature to the Peoples Railroad, from a business standpoint will be instantly appreciated by those who know how powerful is the attraction of resorts and especially

of seaside resorts, and who note the constant effort of street railway and interurban lines to develop recreation parks along their lines to stimulate travel.

Running nearly due east from the bay shore at Fairhope the route of the Peoples Railroad will be for about six and one-half miles through land of the Fairhope Single Tax Colony. For more than half this distance the land is already developed beyond what can be found even in the suburbs of Mobile, farm succeeding farm—mostly of ten to twenty acres—without any intervening idle tracts held for speculation. Within a very short time after the completion of the railroad this will be true of all the land controlled by the Colony, for its policy eliminates the speculator and secures the availability of its land for actual users. However, if any prefer other terms than those of the Colony, thousands of acres are available by purchase in the ordinary way, near the line of the road.



A STORY HOUR, ORGANIC SCHOOL, FAIRHOPE

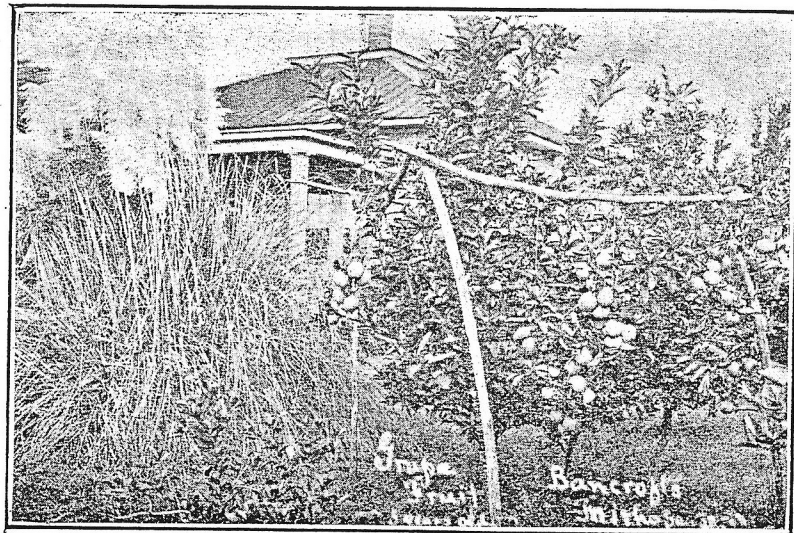
Within a couple of miles beyond the Colony land, the line passes through the north end of a considerable settlement known as "North River Park" and then reaches Fish River, one of the most beautiful spring-fed streams in the South. In the report of consulting engineer T. W. Nicol, published herewith, it will be seen that he claims that 500 horse power could be developed at a cost of about \$15,000. This would furnish power for the railroad, by the trolley or storage battery car system, and a surplus for profitable sale along the line of the road. If possible this power should be developed along with the building of the road. The dam necessary to secure the proper head, would impound the waters of the river and make a beautiful fresh water lake, affording an additional and contrasting attraction to that of

the bay shore. As the operation of the road called for more power or profitable opportunities for its sale were found, other dams could be put in above and below the initial dam.

A mile beyond Fish River is Perrone Creek, where almost as much power might be developed.

Soon after crossing Perrone Creek begins the settlement of thrifty Swedish farmers which has its center at Silver Hill, eleven and one-half miles out from Fairhope, in the heart of one of the finest bodies of gently undulating farming lands to be found anywhere.

Silver Hill is a well laid out village with right angled section line streets, 80 feet wide, in the center of which the Peoples Railroad has right-of-way, as well as a depot site in the heart of the town. Silver Hill has two up-to-date general stores, doing a large business under the disadvantage of having to wagon their supplies from Robertsdale, three miles distant. It also has an excellent hotel, two



GRAPE FRUIT TREE, FIVE YEARS OLD, FAIRHOPE

churches, a two-story school house, a flourishing creamery with numerous dairy farmers supplying it with milk, a saw mill, cotton gin, and syrup factory. As stated this is a Swedish settlement. These industrious and thrifty people have taken root in this favored soil and climate and have made their community one of the best developed farming regions, not only in Baldwin County, but in the State of Alabama. On all sides of the village are seen the homes of the farmers, for the most part well constructed and neatly painted dwellings in attractive settings of fruit and flowers. The foundation for an enduring prosperity is here laid in the dairying industry and much attention is given to the raising of fine stock, hogs as well as cattle. There are also extensive plantings being made of oranges

and pecans. With better transportation facilities by rail to Robertsdale and to the Bay at Fairhope and by boat thence to Mobile, Silver Hill would undoubtedly have large accession of population from among retired farmers and business and professional men of the Swedish race, who want homes in the South and would especially like to be among Swedish people.

A half mile to the north and two and one-half miles to the east of Silver Hill is Robertsdale, to be the present eastern terminus of the Peoples Railroad and where it touches the Bay Minette and Foley branch of the L. & N. R. R. Between Silver Hill and Robertsdale, the land is thickly settled and the line runs through the best settled portion of it.

Robertsdale is a thriving town, in the heart of the famous tobacco producing section, whose development within the past five years has attracted attention far and wide. Hundreds of thousands of



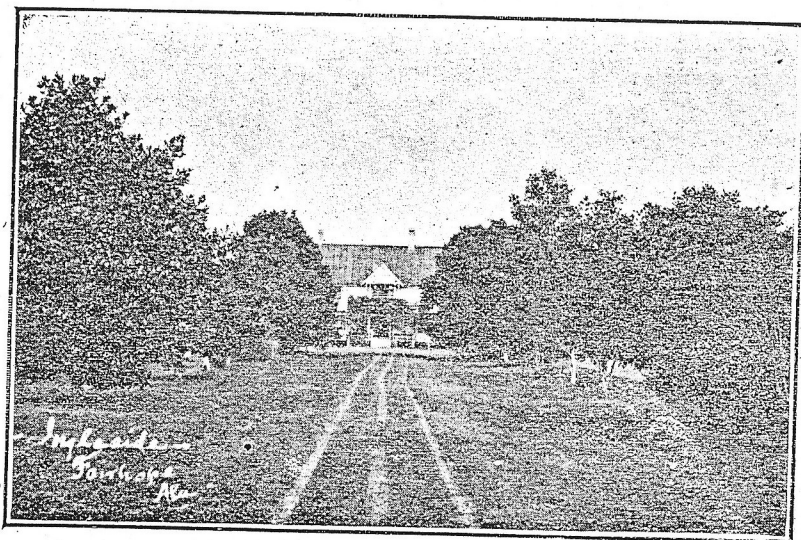
VELVET BEANS, GREAT SOUTHERN FORAGE CROP

dollars have been invested within a radius of ten or fifteen miles, in the purchase of land and its preparation for growing high grade tobacco under shade and in the sun. At Summerdale only four and one-half miles to the south, is a \$60,000 concrete block warehouse for tobacco curing. Though the business has had its set-backs during the experimental and promotion stage, there is no question but that the soil and climate are exceptionally suited to the growing of high-grade wrapper leaf tobacco. General farming is also being rapidly developed in the territory tributary to Robertsdale and large shipments are made of Irish and sweet potatoes, cucumbers and other truck crops, while stock and dairying, for which the profusion with which

forage crops can be grown, makes the country well adapted, as at Fairhope and Silver Hill, are coming into increasing favor. Oranges and pecans are also being largely planted.

Robertsdale has several good stores, a bank, one of only three in the county (whose cashier, Mr. W. M. McIntosh, is treasurer of the Peoples Railroad Company), has a turpentine still, two churches, two hotels and other industries. A handsome new concrete school building, of which the people have every reason to be proud, is about completed.

The Peoples Railroad will, as has been stated, furnish to the land along the Eastern Shore of Mobile Bay now dependent alone upon steamboat transportation across Mobile Bay, a through rail route to northern business centers, the lack of which has greatly retarded the development of this region, while it will at the same time, in connection with boat service from Fairhope, furnish a far shorter and



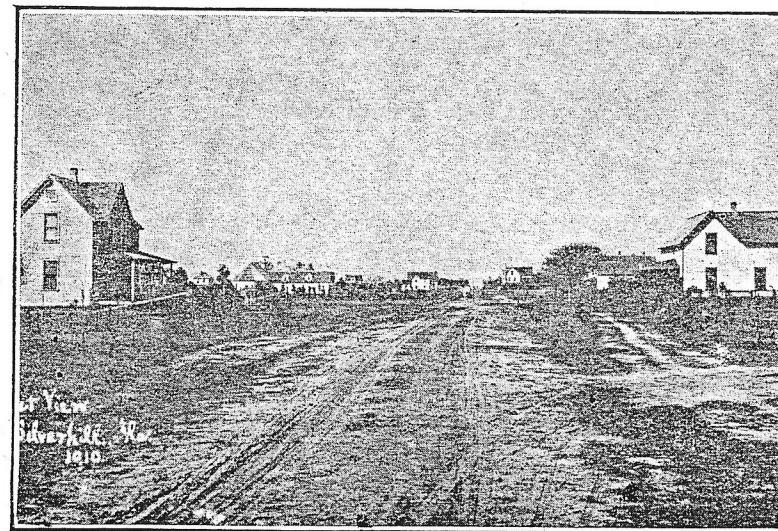
HOME OF C. L. COLEMAN, FAIRHOPE

cheaper route for freight and passenger business from the interior of the county, to the local metropolis, Mobile. From Robertsdale to Mobile by the existing rail line, the distance is fifty miles, with a fare of \$1.50 each way, and under the best schedule at present possible, giving very limited time for business in Mobile and usually requiring merchants or others desiring to do business there to remain over night and return the following day, entailing additional outlay for hotel accommodations greater than the fare. The combined rail and water route via Fairhope will be but half as long, one-half over water, by safe and commodious boats now in regular operation at a fare from Fairhope of only 25 cents, making possible with a fair allowance to the railroad, of a joint rate only one-half as great as the present;

while, with later starting and earlier arriving time at the eastern terminal, six hours can be given in which to do business in Mobile.

It should be borne in mind too, that the Peoples Railroad will be operated on the inter-urban plan, with small units of transportation operated at frequent intervals and bringing its service practically to the door of those living along its line, instead of stopping only at stations several miles apart, as does the ordinary railroad. In addition to the handling of business hauled in the ordinary way to the business centers, it will take the people and their produce into the towns and back again with their purchases to their homes. Frequent shelters will be provided where the cars may be awaited comfortably and side tracks provided upon which cars may be placed for loading and unloading wherever business will justify.

With all this advantage to people within reach of its line over the service upon which they are now dependent, the Peoples Railroad



ON LINE OF PEOPLES RAILROAD, APPROACHING SILVERHILL

will bring to its connecting line so large a share of business from its western portion which the connecting line now has to share with competing lines at Mobile, as to justify belief in its friendly cooperation in joint rates and schedules, to the advantage of both lines and the public, a happy consummation.

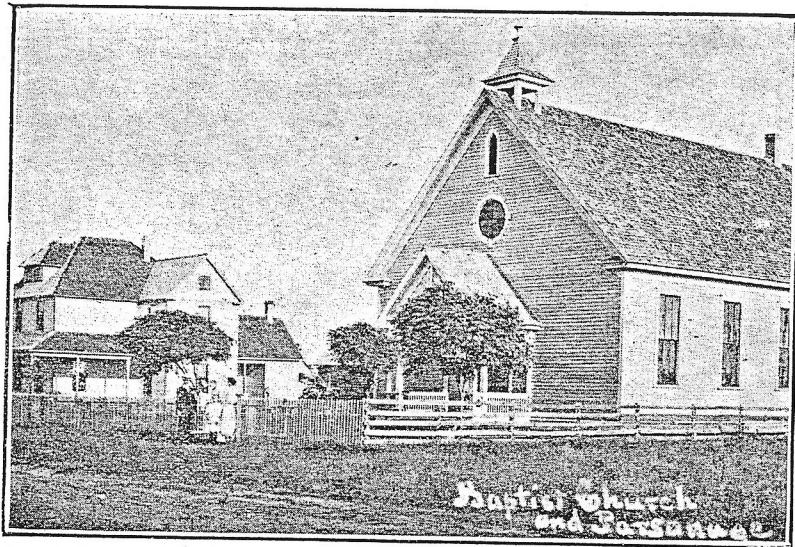
The laws of Alabama however, furnish safeguard against an unexpected hostility of the connecting line; while a potential ability of connection by barge across the bay with competing lines at Mobile, will place the Peoples Railroad in a position of independence which would give the surest guarantee of fair cooperation.

Imbued with the principle set forth in the beginning of this statement, the people within the territory herein described, have joined hands to secure the building of the proposed Peoples Railroad. To the extent of their ability they are subscribing money and labor for the purpose and they invite subscriptions to their first-mortgage, twenty-year, six per cent., semi-annual interest payment, bonds.

These bonds are issued in denominations of \$25, \$100 and \$500 and are offered at par.

This is no wild-cat promotion proposition, offering baits of big discounts or stock bonuses, but a genuine good-faith proposition, which has but one floor, a ground-floor of honest purpose and fair dealing.

The Peoples Railroad Company is duly incorporated under the law of Alabama. It has a present membership of 200 being constantly added to and embracing the leading citizens along its line. Its every



BAPTIST CHURCH AND PARSONAGE, SILVERHILL

step is being taken under competent legal advisers. It has a franchise from the municipality of Fairhope, for operation over its principal streets; has a very favorable contract for the use of Fairhope Wharf, over which it will connect with existing boat lines to Mobile; has suitable depot sites deeded to it in Fairhope and Silver Hill and will have in Robertsedale, has practically all of its right-of way secured and work is now in progress upon it.

The people desiring to serve themselves by the building of the proposed road have been fortunate in having among them a competent railroad man in the person of Mr. B. F. Bond, of Fairhope, who has manifested the deepest interest in the project and been of very great service.

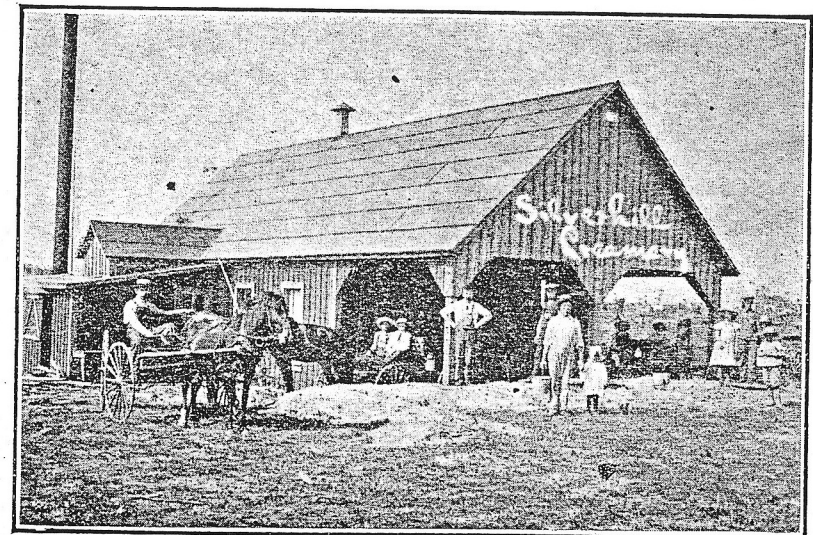
Mr. Bond is a railroad man of large experience both in the line of construction and operation.

From 1879 to 1893 he was engineer of Maintenance of Way on the B. & O. S. W. Railroad.

From 1893 to 1906 he was with J. & St. L. Ry. & C. B. & Q., as chief engineer and engineer of construction.

After that he constructed and operated several minor electric roads, among others one in Hillsboro, Ill. During the years 1908 and 1909 he left railroading for a rest, spent traveling in various states of the country.

Among Mr. Bond's references are: Mr. W. L. Breckenridge, chief engineer of the C. B. & Q.; Mr. Henry V. Gehm, of the St. Louis Rail & Equipment Co., (General Manager); Mr. J. J. Fry, President and Manager of Hillsboro Electric Light & Power Co.; Mr. John A. Ayers, Banker, Jacksonville, Ill., and many others.



ON LINE OF PEOPLES RAILROAD, SILVERHILL

From his knowledge of the railroad business extending over many years and his careful study of conditions here Mr. Bond has unbounded confidence in the Peoples Railroad as a business proposition; asserting that its earnings will not only pay all of its fixed charges, but that the amount of business done and especially the rapid growth of business will surprise every one.

Mr. Bond had quit railroading and settled down at Fairhope to enjoy the climate and other attractions, but the Peoples Railroad immediately aroused his intense interest and he accepted the position of acting engineer and superintendent of construction.

The management also called into service as consulting engineer, Mr. T. W. Nicol, C. E., civil and consulting engineer of Mobile. Mr. Nicol is an engineer of wide experience and high standing, with thirty years of practice in railway location and construction. He located and superintended the construction of the M. & B. R. R. (now Southern) out of Mobile from Jackson north and remained chief engineer until its purchase by the Southern; located the N. O., M. & C. R. R.; located several lines in Missouri, Tennessee and Kentucky; made all the surveys and plans for Dauphin Island Railway and Harbor Co., and remains consulting engineer and will be in charge when built; served as engineer United States government for a number of years and built water works and sewer system of city of Mobile in 1900-1.

Mr. Nicol is a man of the highest integrity and professional honor, whose statements represent his honest views and are not made to simply meet the desires or needs of employers.

After going quite fully into the Peoples Railroad plans he submitted the following report:

Report of T. W. Nicol, Consulting Engineer.

Mobile, Ala., Dec. 15, 1912.

MR. E. B. GASTON, President,
Peoples Railroad Company,
Fairhope, Alabama.

DEAR SIR:—

Complying with your request, I have passed over the territory along which it is proposed to locate your railway in company with Mr. B. F. Bond and yourself, from Fairhope, your western terminal, to Robertsedale on the L. & N. Railway, your eastern terminal, and now am handing you this report, the result of the examination.

With the profile furnished by Mr. Bond, your engineer, and a close observation as to contours and possible alignment, with proper compensation, I am prepared to state as my opinion, that your line as far east as Robertsedale, from the head of Fairhope Wharf, can be located on a maximum 3 per cent. grade. Noting the local points you desire to connect with, and it being your purpose to fix your location favoring present developed territory, it becomes necessary at the several right angle deflections to resort to short radii, say 150 ft. at these deflections. This alignment I note will be on level ground and will at a reduced speed carry a 10 feet center wheel base. If the ownerships will consent, these curves ought to be located on greater radii adding to your rate of speed and economy in operation factors.

Road Bed: The level country your located line will traverse admits of a very low cost of road bed. The drainage will not be costly and culverts short in span, built of local timber. There will be needed fixed spans in two cases not exceeding 50 ft. each, which ought to be erected in steel with standard load tests. Approaches

to these spans can be constructed of wood; piles driven preferred to frame structure or mud sill.

Seventy-five per cent. of earth work without classification of material can be largely cast from drain ditches leaving 5 ft. berm and where excess in fill or cut the ordinary scoop will answer. I would advise as a rule 500 feet free haul at approaches, or where cuts are carried into fills.

Whilst nearly all the territory is cleared of heavy timber there will still be some grubbing in road bed and berm, but a pine stump cut off 2 feet under profile grade can be safely advised since they seldom rot.

Crossties: I am hazarding an estimate that at least 50 per cent. of your needed crossties 7"x8"x8' can be had within one (1) mile of the line, cut out of the heart of down timber, balance ought to be had at not excessive cost hauled in. Laying steel according to best method, i. e., staggered joint, in rail length, will require say 3,000 per mile, 2 feet centers, providing for rail joints to be suspended between two ties.

Steel Rails: Your field engineer assures me that a good relay rail varying from 52 to 60 pounds can be had f. o. b. Fairhope or Robertsedale at a rate reasonable enough to warrant its use in lieu of newly rolled rail. I would advise, however a close inspection of these rails before bargaining for them since the life of rail figures in future economy.

Laying Rail: I would advise laying the rail in broken, or staggered joints, each suspended between 2 ties and spiked with standard sizes. Included in laying rail should be back filling and surfacing in which condition your line may be operated without ballast, other than the local materials at hand, taken from selected borrow pits. Many hundred miles of railway under heavy engines are being operated without stone or gravel ballast and it will not be considered poor economy to forego the hauling in and emplacement of rock and gravel ballast for several years to come. I present no figures on this item at this time.

Fairhope Terminal and Incline: I have examined the present wharf 1,800 feet long from shore line to pier head, and after careful consideration of its structure, and without the original data as to present 3 pile penetration, am confirmed in opinion that a change in the plan of its superstructure must be made to safely carry a 52,000 pound live load. I am handing you a drawing of the structure remodeled and the approximate cost of the work. I believe you can do the work within the figures. There is no provision made for extra wharfage at end of pier; this however can be added as business develops.

There need be no delay or disturbance in the present traffic over the wharf while re-construction is under way, except a little more care in handling freight and directing pedestrians, with the usual signals of danger.

Cost of Road Bed and Laying Steel:

50 acres of clearing at \$20.00.....	\$ 1,000.00
85,400 cu. yd. earthwork @ 15c.....	12,810.00
700 lineal ft. of Trestle @ \$8.00.....	5,600.00
90 lineal ft. of Trestle Spans.....	3,600.00
40,812 Crossies @ 35c.....	14,284.00
1,232 tons Steel Rail @ \$22.00 (relay rail).....	27,104.00
Spikes, bolts, angle bars and nut locks.....	6,300.00
Laying, back-filling and surfacing 14 miles.....	3,500.00
Culverts, road crossings and cattle guards.....	1,400.00
Stations and way buildings.....	3,000.00
1 Mile sidings.....	3,650.00
Fairhope Wharf.....	3,626.40
Engineering and Superintending.....	3,600.00
Interest 12 months @ 6 per cent.....	5,368.46

\$94,842.86

During construction and first year of operation on inter-urban basis, the cost of rolling stock can be fixed at \$21,000.00, bringing "first cost" to a total of \$115,842.86; carrying 12 months during construction in that table to date of first earning, we have to figure initial return for first year of business and cost of operation under following table:

Revenue Return and Cost First Year:

25,000 Tons Miscellaneous Freight.....	\$15,000.00
Regular Passenger Return.....	4,562.50
Express, U. S. Parcels Post and Mail.....	2,300.00
Miscellaneous Extra Summer Travel & Excurs... ..	1,850.00

Total Gross.....\$23,712.50

Less:

State and County Tax.....	\$ 1,050.00
Operation and Maintenance.....	7,500.00
Interest Bonds 6 per cent.....	6,950.02
	15,500.52

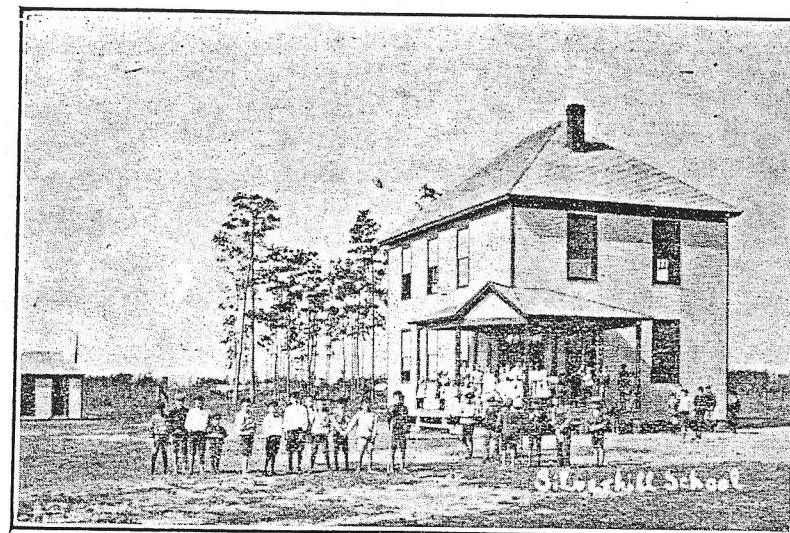
Net, Revenue.....\$ 8,211.98

I believe the above figures are conservative and that first year will equal or exceed it. With this return and the manifest annual increase in the rapid growth of the country contiguous, and extended lateral section, it ought to encourage the monied investor not only in your own county but abroad, since you can tender a 20-year bond at six per cent. without the danger of default.

I need not advert to or dwell on the past history of railway construction under the "construction company" method in vogue all over our pioneer adventurous country. We all are familiar with the universal sequel! The default, the U. S. Court, the receiver, and finally the wiping out of all ownership or interest of the original investor—"the subsequent proceedings interest them no more" as Bret Hart aptly described another fight.

Your proposition as I understand it, is to build an inter-urban railway to start with, in a physical manner to admit of expanded freight haul as the country expands. Your line with a terminal on Mobile Bay, with quick transportation 14 miles to Mobile, opens a quick delivery for the products of the soil in all seasons, and at the same time extends eastward into the very heart of Baldwin County constantly to open and broaden the industrial development of that region. It will touch the L. & N. a great avenue for quick delivery of early soil products to the north and west. Under such a stimulus, there can be no doubt of a phenomenal increase in population and developing enterprise, the Peoples Railroad becoming the chief beneficiary.

Further, I understand your plan to be that of intimately identifying each land owner and shipper with the actual constructive



SILVERHILL PUBLIC SCHOOL

work of the railway, taking a small or large amount in your securities as payment for work performed or material furnished.

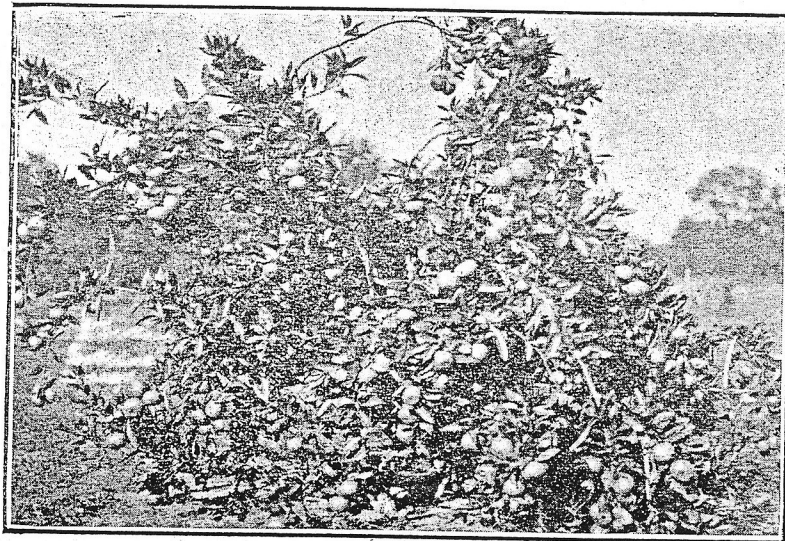
The prime object of your enterprise being that of furnishing shipping facilities to farmers cultivating the soil, the manufacturer or developer in industrial enterprises and commercial dealing, this co-operative plan prompts the sole endeavor to so manage the railway, that its charges and revenues will be proportional to first setting aside a sinking fund to pay interest and principal on actual cost, and thereafter, to reduce freight and passenger charges to meet maintenance and betterment alone. The chances of the Peoples Railroad to pass out of your control through the sale of 51 per cent. of stock, is not possible under your plan. Your plan of issuing a small unit bond with the credit of your people on it, as a first mortgage, ought to make it popular with the financial investor.

The figures contained in table of cost of construction are based upon local conditions plus 5 per cent. and should you contemplate a letting from abroad to any person or firm, he or they would probably, and not unreasonably, ask a profit of 15 per cent.

Method of Motive Power: Two methods of Motive Power aside from steam are to be considered. First, the inter-urban coach and power combined with trailers, the dynamo being driven through gasoline of sufficient H. P. This is being used with success on several roads of varying lengths of line and loads hauled. The principal factor in this method is the growing demand for gaseous oils and the possible increase in its cost per H. P. to generate K. W. units you will need.

The Trolley System or Third Rail we will not now consider.

Electric Motive Power derived from storage battery where steam is used in plant for generation is expensive, unless a surplus of K. W. power can be disposed of after your railway needs are supplied.



BEARING SATSUMA ORANGE TREE

My attention was called to the flow of water in Fish River, quite near the railway crossing, and my opinion is that a dam can be constructed on this stream equal to 500 H. P. at an approximate cost of \$15,000 inclusive of value of realty which might be damaged by the required head, say 15 feet.

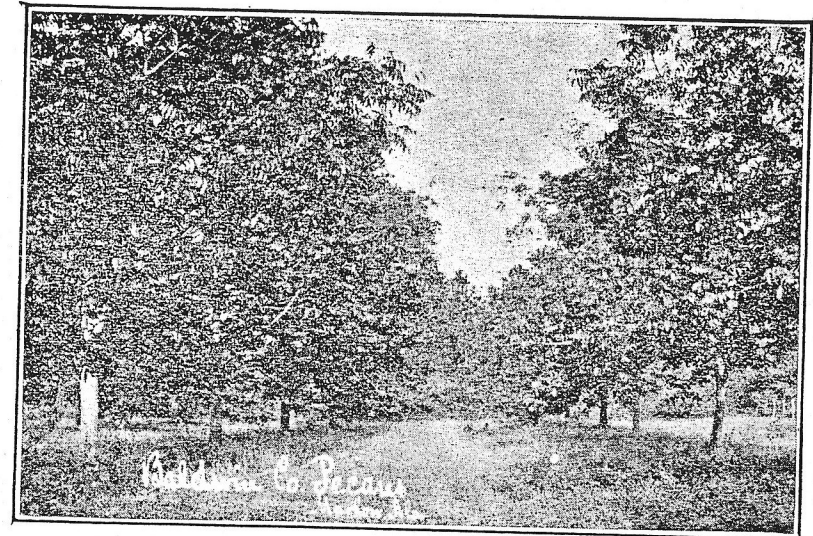
In addition to one dam, another may be constructed below with equal power. If a careful survey should find me correct, the power will be sufficient for your tractive need plus a considerable amount which could be disposed of at slight loss in frictional resistance in

delivery cable. Your storage for railway at this point would result in a very short period of time lost, which could be covered in your time table.

For initiative needed power on construction, and your first year of business, I would advise the use of gasoline for generator. Such a car can be used after a change, advantageously in shifting and switching.

I desire to spend more time in the consideration of Motive Power for your line, and will treat of it more in detail, and study and advise you. The best electrical experts in our country are busy on the safe and economical application of electrical power in railway traction, and you should endeavor to avail yourselves of the best.

In connection with this report on the present and early increase of the earning power of the Peoples Railroad, it is not inappropriate to treat of my observations on the development within the Colony

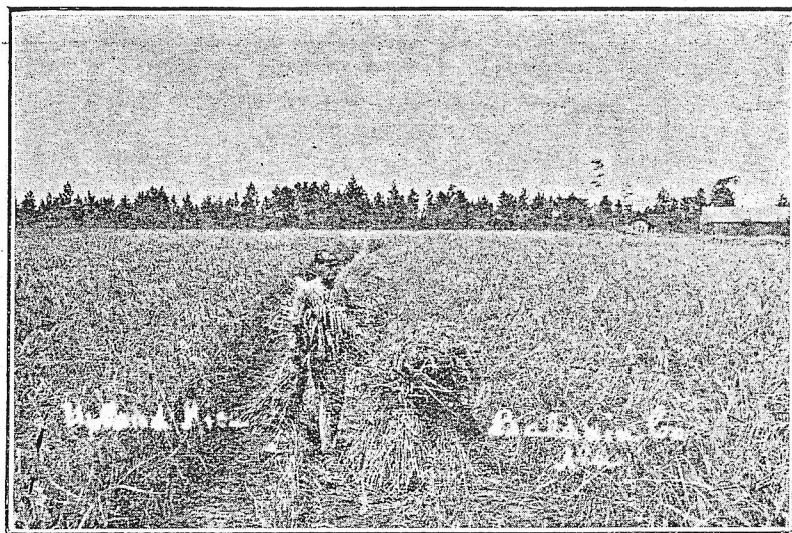


PECAN GROVE NEAR PEOPLES RAILROAD

holdings and the territory from these boundaries eastward as far as several miles east of Robertsedale, from all of which, the Peoples' Railroad will receive patronage.

The Summer visitor to Fairhope in search of bathing, boating, fishing, rest and health, and the winter sojourner in search of the comfort of mild weather, both so intent upon these quests, seem to have interested themselves little in the rapid development interiorly within the Colony Lands and beyond for fourteen (14) miles to Robertsedale on the L. & N. R. R. For three and a half (3½) miles out from Fairhope, centrally through which the railway will be built, is rapidly being settled and built up in farms of from 5 to 40 acres in area devoted to a high standard of intensified farming. Orchards

of the citrus family, the Satsuma prevailing, the tangerine, grape fruit and native sweet orange, all being grown. At the farm of Mr. Bancroft I saw all of the above varieties growing, each having some fruit still on the trees, the larger part having been shipped to Mobile. This place is a fair example of what can be grown on these lands. Corn, hay, clover, sweet and Irish potatoes, peanuts and sugar cane, are all successfully grown. Hitherto cattle or hogs have not had much attention, but two creameries are now in successful operation, and cattle, particularly high bred milch cows, are being brought in, since there is a ready market for all the milk available at the creameries. Early vegetables are grown of all the domestic varieties, much of which is canned in Fairhope, which industry is growing. The writer saw one sugar mill on the line at Silver Hill, at which syrup was being made and canned for shipment. The Satsuma orange seemed a



UPLAND RICE, GREAT SOUTHERN GRAIN CROP

favorite and immediately on the line of the railway I estimated not less than 500 acres in every stage of growth, from the tiny just set out, to the growing trees.

The general condition shown in the development of the land, dwellings and outhouses, clearly denoted a high class of farmers most of whom are western people. Passing further eastward and off the Colony land for 2 or 3 miles, there are lands not so thickly settled but being developed, waiting on transportation alone to accelerate settlement. Eleven miles out is Silver Hill, a growing Swedish town, which is the nucleus of a large settlement of these sturdy, thrifty people full of the enthusiasm of successful adventure in a new country, which with their energy has proved up and accessions are coming fast.

Silver Hill is well laid out in broad streets and boasts of an excellent hotel and two principal stores, doing an extensive business handling 100 tons of freight all hauled by teams 4 miles from Robertsdale. There is here a creamery and saw mill and a cotton gin drawing business from a long distance. The Peoples' Railroad has a right-of-way through Silver Hill. Passing eastward from Silver Hill the country develops settlement and the Baldwin County Tobacco territory is invaded, there being a large acreage in the weed around Robertsdale.

Robertsdale with a population of 500 is a large shipping point. There is here a creamery, turpentine extraction plant and saw mills. Some cotton is grown around Robertsdale and last season was shipped 350 bales of cotton. Eastward for $3\frac{1}{2}$ miles the country is being rapidly settled.

With the evidence of present rate of settlement throughout the region of this railway line, it can be easily hazarded, that within 10



HAMMOND'S STORE AND P. O., ROBERTSDALE

years the output of the soil will more than quadruple in tonnage shipment outward and the population increase doubtless will be in a very much larger ratio.

In conclusion, I desire to say that your project viewed from several salient points has excited a large degree of interest in the writer of this report. One of the most striking features of my trip and close observation was the individual and collective interest and unselfish determination to promote your plans.

When a people active and energetic as I found everybody, realize their needs and with force and effect declare their purpose to help themselves attain the end, the outside world, must of necessity be moved in a disposition to aid them.

You cannot fail of success in your enterprise. Your plan and method appeal to me and I shall watch with increasing interest the prosecution of your work.

T. W. NICOL, C. E.

SOME OPINIONS

Regarding those who are behind the Peoples Railroad Company, the extent to which it has the support of the people concerned, the development of the country through which it will pass and its prospects of success, from those in a position to know.

FROM JUDGE OF PROBATE, OF BALDWIN COUNTY, ALA.

Bay Minette, Ala., Jan. 27, 1913.

TO WHOM IT MAY CONCERN:—

This is to certify that I am personally acquainted with nearly all the people who have associated themselves together for the purpose of building what is known as "The Peoples Railroad" and know them to be honest and efficient gentlemen and in my judgment fully capable of making the undertaking a success.

The contemplated road if built will pass through one of the finest agricultural and horticultural districts of Baldwin County, which when fully developed will crown the enterprise with success.

The land over which the road will pass is level with but few bridges to be constructed and they are of very short length.

Yours very truly,

(Signed) J. H. H. SMITH,
Judge of Probate, Baldwin County, Alabama.

FROM THE MAYOR OF FAIRHOPE.

Mr. E. B. GASTON, President,
Peoples Railroad Company,
Fairhope, Alabama.

Dear Sir:—

It gives me great pleasure to certify to those who may be interested in the plans of the Peoples Railroad Company, that those actively connected with the enterprise in this community are among its most respected and substantial citizens and indeed, that very general interest and support is accorded the enterprise by the people of Fairhope. A liberal franchise for operation over certain of its streets, has been granted the Company by the Town Council.

Personally I very much hope for the complete success of the undertaking.

Yours very sincerely,

(Signed) J. F. JOHNSON, Mayor.

FROM PASTOR SILVER HILL BAPTIST CHURCH.

Mr. E. B. GASTON, President,
The Peoples Railroad Company,
Fairhope, Alabama.

Dear Sir:—

I am pleased to say for the information of those whom it is hoped to interest in our Peoples Railroad proposition by the issuance of the prospectus now in preparation, that the liveliest interest in the same is felt at Silver Hill and our population is practically unanimous in support of the road. Upon no proposition of importance to the community has there been a better union of the people than upon this.

Yours very sincerely,

(Signed) CARL G. JOHNSON.

FROM CASHIER ROBERTSDALE STATE BANK.

Robertsdale, Ala., Jan. 16, 1913.

Mr. E. B. GASTON, President,
The Peoples Railroad Company,
Fairhope, Alabama.

Dear Sir:—

The interest manifested by the Robertsdale, Sumnerdale and Loxley communities in the proposed new line from Fairhope to Robertsdale, is most gratifying to those here connected with the Company. The proposition has the active support of nearly all the people contiguous to the line.

Very truly yours,

(Signed) WM. M. MCINTOSH.

FROM CITY BANK & TRUST COMPANY, MOBILE. ALA.

Mobile, Ala., Jan. 22, 1913.

Mr. E. B. GASTON, President,
The Peoples Railroad Company,
Fairhope, Alabama.

Dear Sir:—

We take pleasure in saying for consideration of those whom you are endeavoring to interest in your Peoples Railroad, that, as bankers of the Town of Fairhope, the Fairhope Single Tax Corporation, the Fairhope Wharf Company, yourself and others whose names we note as members of your Company, our relations have been uniformly pleasant and satisfactory and this association has given us very good opportunity to observe the growth of Fairhope and contiguous territory which has been constant and rapid.

Fairhope is conceded to be one of the best towns tributary to Mobile and the whole of the section to be

traversed by your road is having a rapid and substantial development. We shall follow the progress of your effort with great interest and shall hope to be of service to you in furthering your plans.

Yours very truly,
CITY BANK & TRUST CO.,
(Signed) By E. J. BUCK, President.

FROM THE FIRST NATIONAL BANK, MOBILE.

Mobile, Ala., Jan. 21st, 1913.
The Peoples Railroad Company,
Fairhope, Alabama.
Dear Sir:—

Referring to your inquiry concerning our opinion of the country through which your proposed railroad will run, we beg to advise that we think very highly of it now, and believe that its prospects for the future are exceptionally good. We know that that section has made rapid progress during the last ten years and we believe that there is every prospect that this progress will continue. We expect to see your section of Baldwin County become one of the most prosperous and best settled communities in the state. For that reason we believe that a railroad such as you are undertaking should be a paying proposition.

Very truly yours,
(Signed) HENRY HALL, President.

**FROM THE VICE-PRESIDENT AND GENERAL MANAGER
HOME TELEPHONE COMPANY, MOBILE.
(Incorporated, \$650,000.)**

Mobile, Ala., Jan. 11, 1913.
MR. E. B. GASTON, President,
The Peoples Railroad Company,
Fairhope, Alabama.
Dear Sir:—

I have been over the route of the proposed Peoples Railroad and was very much impressed with the development along same. It is my opinion that this railroad is very much needed and that it should earn a fair return on the investment the first year, on account of the fact, as before stated, that the country is already settled, and will not have to wait like most new roads, for the country to acquire settlers before they begin to show an earning.

With best wishes for the success of the road, which I hope to see completed this year, I am,
Very truly yours,
(Signed) W. H. BRYANT.

**FROM ONE OF MOBILE COUNTY'S MOST ACTIVE CITIZENS
AND DIRECTOR OF CHAMBER OF COMMERCE
OF MOBILE.**

Mobile, Ala., Jan. 13, 1913.

E. B. GASTON,
President Peoples R. R. Co.,
Fairhope, Alabama.

My Dear Sir:—

It affords me pleasure to commend your railway project, without reference to its unique plans. Without involving a discussion of that novel feature the proposed line should strongly appeal to investment capital. It has been my privilege to go thoroughly into the present development of rural industry along your route, and to carefully note the potentialities of the country for traffic. Judging from a like development in this county, lately opened to railway traffic, I should say that your line may be expected to pay operating expenses practically as fast as constructed and operated.

It strikes me as one of the best projects now under way on the Gulf Coast. Mobile should take a great interest in it, and in fact, could well afford to build and operate it as a feeder for Mobile trade. Wishing you every success with your undertaking,

Respectfully yours,
(Signed) L. C. IRVINE.

**FROM A FORMER GENERAL PASSENGER AGENT, M. & O.
R. R., NOW PROMOTING EXTENSIVE ALABAMA
PORT DEVELOPMENT.**

Mobile, Ala., Jan. 15, 1913.

MR. E. B. GASTON, President,
The Peoples Railroad Company,
Fairhope, Alabama.

Dear Mr. Gaston:—

As one who, as general passenger agent of the Mobile and Ohio Railroad at the time your Fairhope Colonists were seeking a home, assisted in locating them on Mobile Bay, I have ever taken a lively interest in your success. That you have succeeded in a remarkable degree in building up a thriving and prosperous business and agricultural community and a delightful place in which to live, is a matter of much gratification to me, as it must be to you and your associates.

I have been much interested in your "Peoples Railroad" plans. While the plan is novel in departing from the usual methods of railway promotion, I cannot

see why, with the present development of the territory through which the road will run and the rapid further development which its building will bring, and with such devotion to the common good as has achieved such notable results in the upbuilding of Fairhope, it should not be a success.

(Signed) Yours very truly,
E. E. POSEY.

RAILROAD MEN INTERESTED

A source of much gratification and encouragement to those behind the Peoples Railroad undertaking has been the interest in and approval of its plans of railroad men to whose attention they have been called.

In addition to Messrs. Bond and Nicols, actively connected with the Peoples Railroad Company, and Mr. E. E. Posey, formerly General Passenger Agent of the M. & O. R. R., whose letter has been given, other railroad men who have expressed lively interest are Mr. H. M. Pitts, Chief Accountant of the A. G. S. R. R., and Mr. Bond, Chief Clerk of the Superintendent of the same line, both at Birmingham, Ala. Another is H. W. McFarlane, for twenty years or more in the auditing department of the C. & N. W. R. R., at Chicago. Another, D. S. Brown, with the Pennsylvania R. R. at Philadelphia.

The city ticket agent of one of the transcontinental lines at Omaha, who prefers for business reasons, that his name be not used, says:

"I have been very much interested in your Peoples Railroad plans and am pleased with the success with which you appear to be meeting. I believe it will be a success and will pay well." He adds of this section: "I have been forty years in the railroad business and it has been part of my duty for many years to investigate conditions with regard to localities which are both summer and winter resorts, and I have become convinced that no region surpasses in combination of natural advantages the eastern shore of Mobile Bay, especially Fairhope and immediate vicinity."

These gentlemen are not, it will be noted, in departments of railway promotion, but are in the class of men who do the actual work of operating railroads. They see nothing wild or impracticable in the idea of building and operating a railroad in the joint interest of those who do its work and furnish its business, and without intervention of speculative promoters.

SIGNIFICANT FIGURES OF BUSINESS AT FOLEY.

(From Fairhope Courier, January 24, 1913.)

Significant of the earning power of railroads and the possibilities of the Peoples Railroad, are figures of the business of the Bay Minette

and Foley Branch of the L. & N. R. R., as given by the Foley Onlooker. These figures show a total incoming and outgoing freight and express business at Foley alone of \$24,134.10 exclusive of passenger business. The addition of the latter would show an approximate total of \$60,000.

In commenting on the report the Onlooker calls attention to the fact that during the year there were no saw mills nor naval stores operators shipping through the Foley station, so that the business done represents only agricultural products shipped out and goods received to supply the needs of an agricultural community.

Bear in mind that this is not the business of the line; but is the business of only one little town.

Of course that little town happens to be the present end of the line, and all the railroad business of the country beyond it is done through it, but it is within ten miles of Baldwin County's south boundary, while east and west of it within a few miles are competing lines of water transportation, to Mobile on the one hand and Pensacola on the other.

We are advised by phone interview with Brother Fesler of the Onlooker that very little Magnolia Springs business (only five miles to the west, on Fish River) comes through Foley, being almost altogether handled by the power boat Magnolia, running between Magnolia Springs and Mobile and that a very small share of the business of Elberta, about seven miles east of Foley, is handled through that town, much of it being done with Pensacola.

We are mindful of the fact that a large share of this business was long haul through business; still with all allowances made, the figures cannot but afford great encouragement to those pushing for the Peoples Railroad.

Two very important points for the Peoples Railroad, which must not be overlooked, are first, that in addition to the business to be done at stations, to which the Foley branch line is confined, the Peoples Railroad will do business between the stations, taking the people into and out of the towns, to and from their homes; second that the attractions of Fairhope as a resort, will stimulate a very large travel from the eastern portion of the line to Fairhope, to enjoy its bathing, boating, fishing, etc. There is practically nothing along the line of the Foley branch to stimulate any such local traffic.

PEOPLES RAILROAD AND THE MOBILE WATER WORKS.

(From the Fairhope Courier, Jan. 24, 1913.)

The plan of the Peoples Railroad Company should be clear by this time to those who read the Courier, but perhaps another method of illustrating the idea, will help to make it even clearer.

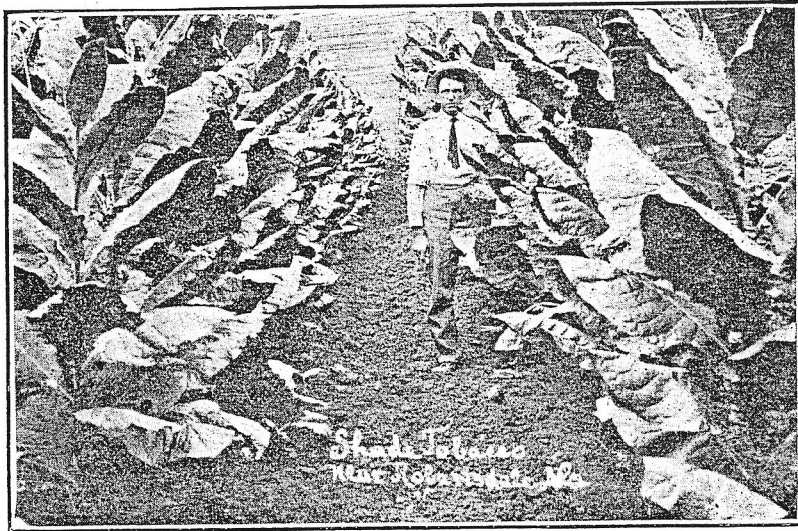
In Mobile the other day, Mr. W. H. Bryant introduced the writer to Mr. Schley, of McCartney and Schley, as follows:

"Mr. Schley I want you to meet Mr. Gaston, of Fairhope. Mr. Gaston is president of the Peoples Railroad Company, which proposes to build a railroad over in Baldwin County, without any stock."

"Yes," said we, "without stock, but not without money." Continuing we said:

"The city of Mobile, a few years ago, built a water works system. It issued no stock for the purpose, but of course it had to have money, and to secure money it issued its bonds based primarily upon the ability of the water works created with the money to pay the interest upon the bonds and in due time to provide for their retirement.

"That is exactly the proposition of the Peoples Railroad Company. The only difference between it and the city of Mobile is that the city of Mobile is a political corporation, in which voting right is secured under a general statute providing for citizenship; while the Peoples Railroad Company is a voluntary association of people, living for the most part, within a territory only a little larger than that of the city of Mobile, and acquiring membership by payment of a small agreed membership fee. This company will issue for funds subscribed for building its road, bonds secured by the road and its

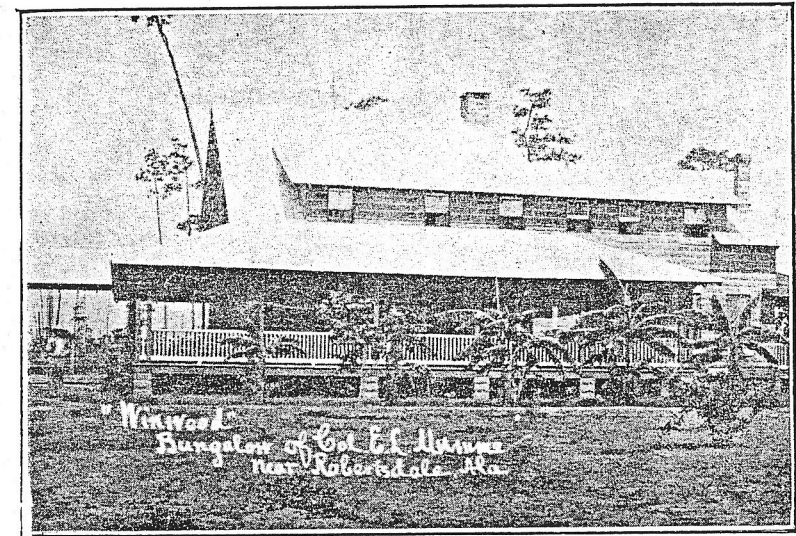


TOBACCO UNDER SHADE, ROBERTSDALE

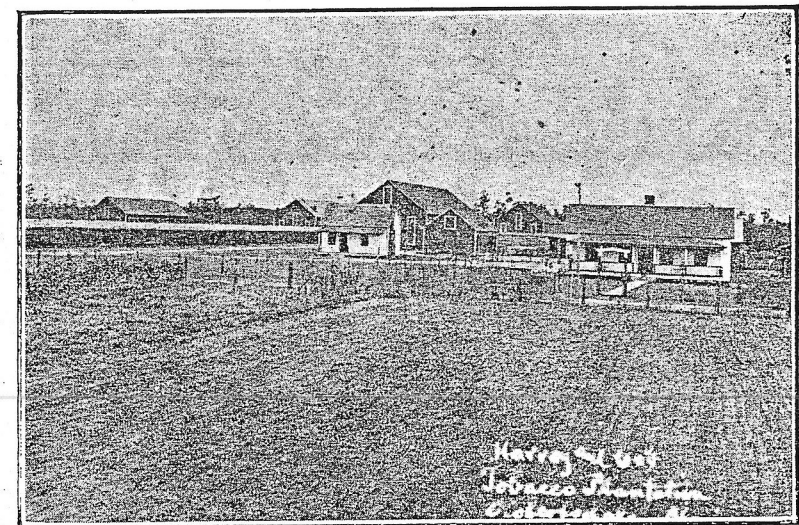
earnings and when the bonds are paid the road will belong to the people along the line, just as the Mobile water works belongs to the people of Mobile.

"Theoretically perhaps, the purchasers of bonds of the City of Mobile may have a claim upon other revenue or property of the city for the payment of their bonds but practically their reliance is upon the operation of the water works, and that water works is paying the interest upon its debt, creating a sinking fund for payment of its bonds at maturity and yielding a margin of revenue even, we understand, for the city.

"No profit from the operation of the water works goes to any individuals. The chief object of the people in installing their plant was to keep from paying profits to individuals for the public necessity of water and they had at the outset to pay a large sum to get a private company out of the way." Simple enough is it not?



HANDSOME COUNTRY HOME, NEAR ROBERTSDALE



HARVEY & CO. TOBACCO FARM, ROBERTSDALE